

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Sales Track: AN “ALL-INCLUSIVE” FOR LIFE INSURANCE
Using a term certain annuity to prearrange funding for Equimax® participating whole life

Products	<ul style="list-style-type: none"> • Equimax participating whole life insurance • Term certain annuity
The need	Prearrange funding for an Equimax whole life policy
The solution	The All-Inclusive Equimax Whole Life Insurance & Term Certain Annuity Package
Client profile	<ul style="list-style-type: none"> • Debt-averse and prefer to pay cash for their purchases, including life insurance. • Have access to cash to purchase a term certain annuity. • Have just received an inheritance, so leaving behind a legacy to their own loved ones top of mind. • Grandparents or parents who wish to make a gift of a paid-up whole life insurance policy to a child. • Like the guaranteed cash values of a whole life policy. • Have a lower risk tolerance and prefer a stable, hands-off investment option. • Prefer as solution to prearrange funding to pay the whole life policy premiums that requires minimal or no ongoing action. • .
Advisor profile	<ul style="list-style-type: none"> • Believes in whole life insurance. • Sells Equitable Life’s Equimax product. • Has clients with access to a pool of discretionary cash. • Has clients who have received an inheritance and are interested in a tax-efficient alternative to investing it in a taxable investment. • Has clients who would like to prearrange funding for their life insurance.
Client attention grabber	Have you heard about Equitable Life’s “All-Inclusive” package for life insurance?
Positioning the concept	<p>When you take a vacation, you can pay for it in a couple of ways:</p> <ol style="list-style-type: none"> 1. Pay as you go – each hotel stay, each meal, each drink, every excursion. Plus, you need to keep track of how much you are spending so your “travel” budget doesn’t run dry before the fun does. 2. All-Inclusive - means you pay one bill up front, and you do not need to worry about tracking your spending and staying on budget. You can enjoy a relaxing vacation knowing that every hotel stay, every meal, every drink, every excursion has already been paid for. <p>Let me show you how using a term certain annuity to prearrange funding for an Equimax whole life policy is like an “All-Inclusive” for life insurance.</p>

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Key features and benefits	Feature	Benefit
(Equimax whole life & term certain annuity package)	The "All-Inclusive" for life insurance	Once set, the life insurance premiums will be paid by the term certain annuity for the duration of the term of the annuity without impacting the client's day-to-day finances.
	10 Pay or 20 Pay premium payment option	The Equimax base plan can be paid up in as early as 10 or 20 years. Premiums may continue to be payable for any additional riders and benefits.
	Guaranteed cash value	Equimax creates a stable investment option with tax-advantaged growth and a guaranteed cash value that can be accessed ¹ for things like funding education or supplementing retirement income. ¹ The guaranteed cash value of the policy is accessible through either policy loans or policy surrender and may be subject to taxation. A tax reporting slip may be issued.
	Ability to access the cash value through a policy loan	A policy loan allows clients to use the cash value in their Equimax policy as collateral to borrow money from Equitable Life. If the loan is granted, there will be outstanding debt against the policy. <ul style="list-style-type: none"> The minimum loan amount that a client can apply for is currently \$500. Equitable Life sets the minimum and it is subject to change. The maximum loan amount that a client can apply for is currently limited to 90% of the available cash value less any amounts already owing on the policy (outstanding indebtedness). Equitable Life sets the maximum, and it is subject to change, however, it will never be greater than 90% of the available cash value less any outstanding indebtedness. <p>If at any time the total indebtedness under the policy, including the accrued interest, exceeds the available cash value, the policy will lapse, and the insurance coverage will terminate.</p>
	More commission for you	You receive commission on both the life insurance and annuity business. Since the life insurance premium is paid by the annuity income, you benefit from knowing that business will have good persistency.

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Key features and benefits	Feature	Benefit
(Equimax whole life & Term Certain Annuity Package)	Mutual company	<p>Equitable Life is proud to be one of Canada's largest mutual life insurance companies. We are owned by our participating policyholders, not shareholders. Participating policyholders elect our Board of Directors. As a mutual company, we are not driven by shareholder pressures for quarterly results. This allows us to focus on management strategies that foster prudent long-term growth, continuity and stability.</p> <p>Participating whole life policyholders are eligible to participate in the earnings in the participating account through dividend payments. Dividends are not guaranteed and are paid at the sole discretion of the Board of Directors. Dividends may be subject to taxation. Dividends will vary based on the actual investment returns in the participating account as well as mortality, expenses, lapse, claims experience, taxes and other experience of the participating block of policies.</p>

Frequently asked questions	Questions	Answers
	Can this concept be used with either Equimax Estate Builder® or Equimax Wealth Accumulator® plans?	<ul style="list-style-type: none"> • Yes. A term certain annuity can be set up to prearrange funding for an Equimax Estate Builder or an Equimax Wealth Accumulator plan • The plan type should be chosen based on the clients' needs: <ul style="list-style-type: none"> ○ Equimax Estate Builder for those looking for higher long-term value ○ Equimax Wealth Accumulator for those looking for higher early cash values within the first 20 years
	Can this concept be set up with any of the premium options offered?	Yes. While it works best with a 10 Pay or 20 Pay plan where the base plan is guaranteed to be paid up in 10 or 20 years, it can also be used with Life Pay if the intention is to try to qualify for premium offset after 20 years.
	Can Equitable guarantee that the Equimax policy will be paid-up when the annuity expires?	<p>The Equimax policy is guaranteed to be paid-up if it meets the following criteria:</p> <ul style="list-style-type: none"> • Premium payment option is 10 Pay or 20 Pay • No riders or benefits are added to the base plan • No changes are made to the policy after issue • The annual term certain annuity income is equal to the total annual Equimax premium payment • The last annuity income payment coincides with the last required Equimax premium payment

Equimax

All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	Are there situations when clients may have to make additional premium payments for the Equimax plan?	<ul style="list-style-type: none"> • Yes. Here are some examples of circumstances in which additional premiums may become payable, continue to be payable or clients may be required to start making payments after the annuity has expired: <ul style="list-style-type: none"> ○ Premiums for riders (for example, critical illness riders or term riders). ○ Increased premiums for a rider that renews during the duration of the annuity (for example a 10 Year term rider that renews). ○ Life Pay policies that do not qualify or do not continue to qualify for premium offset. ○ Changes to the Equimax policy after issue that may result in an increase in premium (for example: addition of riders; renewal of a rider already in effect). • If the term certain annuity income becomes insufficient to cover the premium, the annuity income will be paid directly to the annuity owner. The Equimax policy owner will receive a billing notice for the full premium amount due and must submit the payment to keep the policy in effect. For the purposes of this concept, the annuity owner, and the owner of the Equimax policy must be the same.
	Are there restrictions on the Equimax premium payment?	<ul style="list-style-type: none"> • For this concept, the premium mode for the Equimax policy must be annual. Paying annually is more cost effective for clients. The annual premium is lower than 12 monthly payments. This also means that a lower single premium amount is required for the annuity. • The minimum annual premium payment for the Equimax policy has to be sufficient to support the minimum requirements for the term certain annuity. The minimum annual income amount for the term certain annuity is \$500 and the minimum single payment amount is \$10,000. The annual payment to the Equimax policy can include annual scheduled EDO payments.
	What dividend options can be selected for the Equimax plan?	Clients can select any dividend option <u>except</u> premium reduction. Since the annuity income is a level amount the premium payment must also be a level amount.

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	Which should be established first, the life insurance or the annuity?	The life insurance policy must be put in place first (the policy must be settled) and is done so by submitting a separate payment to pay the initial annual premium due. The annuity application is completed after the Equimax policy has settled and the final annual premium and policy anniversary are confirmed. This will ensure that the annual annuity income is exactly the same as the Equimax annual premium payment and that the date of the annuity income coincides with the Equimax policy anniversary and premium due date. A separate cheque for the annuity single premium amount is required with the annuity application.
	Does the owner of the term certain annuity have to be the owner of the Equimax policy?	Yes. For administration purposes we require the owner of the Equimax policy and the owner of the term certain annuity to be the same. For help getting the concept set up please see the Equimax Whole Life & Term Certain Annuity Package checklist
	Can the Equimax policy include Excelerator Deposit Option (EDO)?	Yes. Scheduled annual EDO payments are permitted if the policy allows for EDO payments.

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	Can riders be added to the Equimax policy?	<p>Riders can be added to the Equimax policy. The expectation is that the All-Inclusive concept will be used with 10 pay and 20 pay Equimax plans. Keep in mind that riders added to a 10 Pay or 20 Pay plan may require premium payments after year 10 or 20 when the base Equimax coverage is paid-up.</p> <ul style="list-style-type: none"> • For riders that remain premium paying after the base Equimax plan is paid up (10 Pay or 20 Pay premium options) and the term certain annuity has expired: <ul style="list-style-type: none"> ○ Clients will be required to continue to pay premiums to keep any rider coverage in effect. ○ If clients no longer want to keep a rider coverage, they must submit a request to Equitable Life to terminate the rider coverage. • For riders that expire or terminate prior to expiry of the term certain annuity: <ul style="list-style-type: none"> ○ When the rider terminates, the annuity payment will exceed the new lower Equimax policy premium. The excess annuity income not required to pay the premium will be paid directly to the annuity owner when the premium payment is made. • For riders that have premium renewals (for example, term riders): <ul style="list-style-type: none"> ○ If a rider is <u>converted or terminated</u> prior to the premium renewal and before the annuity expires, the total Equimax policy premium will decrease. The excess annuity income not required to pay the premium will be paid directly to the annuity owner when the premium payment is made. ○ If a rider has a premium renewal and the premium is <u>renewed</u> before the annuity expires, the term certain annuity income will no longer be sufficient to pay the higher total Equimax policy premium. When this happens, the annuity income is paid directly to the annuity owner and the Equimax policy owner will receive a billing notice for the full premium amount due and must submit the payment to keep the policy in effect. On a 20 Pay or Life Pay Equimax plan, we recommend using a T20 rider so that the first renewal occurs after year 20.

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	Can riders be added to the Equimax policy? (continued)	<ul style="list-style-type: none"> • For riders that are added after issue: <ul style="list-style-type: none"> ○ If added before the annuity expires the term certain annuity income may no longer be sufficient to pay the total Equimax policy premium. If this happens, the annuity income will be paid directly to the annuity owner and the Equimax policy owner will receive a billing notice for the full premium amount due and must submit the payment to keep the policy in effect. <p>For the purposes of this concept, the annuity owner, and the owner of the Equimax policy must be the same.</p> <p>See Case Study: Using a Term Certain Annuity to prearrange funding for an Equimax 20 Pay with a Term Rider</p>
	Do I need to do anything different when illustrating a premium offset on Life Pay Equimax policies?	<ul style="list-style-type: none"> • When creating the life insurance illustration to determine the annual annuity income required: <ul style="list-style-type: none"> ○ Illustrate with a specified offset of at <u>least</u> 20 years. The illustration software will indicate if the “Earliest Offset” date illustrated occurs later than 20 years. ○ We suggest using the alternate dividend scale of “current minus 2%” as an illustration of premium offset. • Using a term certain annuity to fund an Equimax policy does not guarantee the Equimax policy will be paid up when the annuity expires. Premiums may continue to be payable when Equimax Life Pay is selected, and the policy has not yet qualified or does not continue to qualify for premium offset. Clients may be required to start making payments in order to keep the policy in effect. <p>Dividends are not guaranteed and are paid at the sole discretion of the Board of Directors. Dividends may be subject to taxation. Dividends will vary based on the actual investment returns in the participating account as well as mortality, expenses, lapse, claims experience, taxes, and other experience of the participating block of policies.</p> <p>See Case Study: Using a Term Certain Annuity to prearrange funding for an Equimax Life Pay</p>

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	How are beneficiary designations handled?	<ul style="list-style-type: none"> • If the Equimax policy owner = Annuity owner/annuitant = Equimax life insured <ul style="list-style-type: none"> ○ Contingent owners and beneficiaries can be any life as chosen by the policy owner. • If the Equimax policy owner = Annuity owner/annuitant ≠ Equimax life insured <ul style="list-style-type: none"> ○ We recommend that the Equimax contingent owner and the annuity beneficiary is the same person to ensure the annuity income continues to fund the Equimax policy if the owner dies before the annuity expires.
	Can this concept be used with a joint Equimax plan?	<ul style="list-style-type: none"> • Yes, however only one person can be the annuitant for the term certain annuity. If the joint Equimax policy is owned by both lives insured, you will need to work with the clients to decide which of them will be the owner/annuitant of the term certain annuity. • In the case of an Equimax joint last-to-die plan, where the policy premiums would continue to be due after the first death occurs, one life is designated as the owner/annuitant of the term certain annuity and the other life designated as the beneficiary of the annuity and the contingent owner of the Equimax policy. This will help ensure that annuity income payments will continue to be used to pay the premiums for the Equimax policy until the annuity expires.
	Are there a minimum and maximum number of years required for the term certain annuity?	<ul style="list-style-type: none"> • Yes. For this concept, the minimum duration of the term certain annuity that will be used to fund premiums for a 20 Pay or Life Pay Equimax plan is 19 years. The minimum duration of the term certain annuity to fund premiums for a 10 Pay Equimax plan is 9 years. The maximum duration permitted for a term certain annuity plan is the lesser of 30 years and 90 minus the age of the annuitant at the time of the first payment. For example, if the annuitant is 68 at the time of the first payment, the maximum duration of the term certain annuity is 22 years (90 minus 68).

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	Is there a minimum and maximum amount for the term certain annuity?	<ul style="list-style-type: none"> • Yes. The minimum annual income and single premium deposit requirements for the term certain annuity must be met. Currently the minimum annual income is \$500, and the minimum single premium deposit is \$10,000 • The maximum annual income is \$100,000 and the maximum single premium deposit is \$2,000,000. • These are the minimum and maximums permitted for use with this concept. <p>When setting up the Equimax policy, check that the coverage amount and resulting annual premium can be supported by these term certain annuity limits. If not, then a term certain annuity cannot be set up to prearrange funding for the Equimax policy.</p>
	Is there a maximum age for this concept?	<ul style="list-style-type: none"> • Yes, in order to use a term certain annuity to fund a 20 Pay or Life Pay Equimax policy, the annuitant must be age nearest 71 or under at the time of the first annuity payment as 19 annuity income payments are required.. To use a term certain annuity to fund a 10 Pay Equimax policy, the annuitant must be age nearest 81 or under at the time of the first annuity payment as 9 annuity payments are required.
	Is the annuity income taxable?	<ul style="list-style-type: none"> • The type of funds used for the term certain annuity for this concept are non-registered with prescribed taxation. Therefore, only the interest portion of the income payment is subject to taxation on a prescribed basis. This means the taxable portion of each income payment will remain the same throughout the life of the contract. Annual tax reporting slips will be issued.

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	<p>Why does the income amount from the term certain annuity need to be exactly the same as the Equimax annual premium, and vice versa?</p>	<ul style="list-style-type: none"> • The term certain annuity annual income and Equimax policy annual premium need to match exactly when initially set up to ensure that the annuity income is sufficient to cover the Equimax premium. • It also facilitates the movement of the funds from the annuity income to pay the Equimax policy premium. For example: <ul style="list-style-type: none"> ○ If the premium payment on the Equimax policy is \$3,249.78 and you decide to round up the annuity payment to \$3,250, each year, there will be \$0.22 of annuity income remaining after the Equimax premium is paid. ○ This money cannot be deposited to the Equimax policy; therefore, the annuity income needs to equal \$3,249.78, the exact amount of the Equimax premium. <p>This is also why the Equimax policy needs to be set up and settled prior to the application for the term certain annuity, so that the final Equimax premium amount is known, and the term certain annuity income can be properly matched to it.</p>

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	<p>If I run an Equimax illustration using the alternate dividend scale of “current minus 2%” and the projected premium offset point occurs at year 14, for example, why are clients required to buy an annuity to cover payments for 20 years?</p>	<p>We anticipate that most clients who make use of this concept will enter the arrangement with the expectation of never making any further premium payments beyond the duration of the term certain annuity.</p> <ul style="list-style-type: none"> • If clients choose the Equimax 10 Pay or 20 Pay premium option, then choosing an annuity term duration that takes them to the end of the 10th or 20th year is a natural solution. They can be certain the Equimax policy will be paid up after the applicable 10 or 20 years if they do not acquire any riders that go beyond the first 10 or 20 years, and they make no changes to the policy after issue. • If clients choose the Life Pay premium option, they are likely doing so with the expectation that the Equimax policy will qualify for premium offset at the end of the duration of the term certain annuity. To increase the likelihood that the policy will qualify for premium offset or continue to qualify for premium offset for the life of the policy, we have designed this concept around paying premiums for 20 years. While this does not guarantee the policy will qualify for premium offset or continue to qualify for premium offset for the life of the policy, it is more likely than if the premium payments are based on the earliest illustrated offset year. Note that since clients will always be required to pay the first premium by a separate cheque, the minimum duration for the term certain annuity is 19 years for 20 Pay or Life Pay Equimax plans. If the Equimax Life Pay policy does not qualify for premium offset, or it does not continue to qualify for premium offset, after the annuity expires, clients will be required to resume premium payments to keep the policy in effect.

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	<p>If clients have a single lump sum amount of money to use to set up the “All Inclusive” package how do I determine how much Equimax coverage can be purchased?</p>	<p>In this situation, you will first need to run an annuity illustration to determine the annual payment that the lump sum can support (the minimum term for the annuity will be 20 years to determine the income amount for a 20 Pay or Life Pay Equimax plan, and a minimum of 10 years to determine the income amount for a 10 Pay plan). This step is not to set up the needed term certain annuity for the package, it is simply to get an annual amount that will be used as the annual premium for the Equimax policy. The Equimax policy needs to be set up first.</p> <p>Use that annual income amount as the annual premium when running the Equimax illustration and have the illustration software solve for the face amount. The Equimax policy needs to be set up first with the initial annual premium paid by separate cheque for the initial premium due. Part of the lump sum amount the client has available will be used to pay the initial Equimax premium.</p> <p>Once the Equimax policy has settled and the final premium and policy anniversary are confirmed, the annuity application is submitted with a separate payment from the remaining lump sum amount for the single premium amount needed to establish the applicable term certain annuity (i.e. 19 annual income payments to pay premiums for a 20 Pay or Life Pay Equimax plan or 9 annual income payments to pay premiums for a 10 Pay Equimax plan).</p> <p>Using this method, the lump sum amount the client has available can pay the initial premium for the Equimax policy and purchase the term certain annuity to fund the remaining Equimax policy premium payments.</p> <p>See Case Study: Specified lump sum available to purchase a Term Certain Annuity to prearrange funding for an Equimax 20 Pay (Legacy)</p>
	<p>Why Equitable Life?</p>	<p>DBRS Morningstar has graded the Financial Strength Rating and the Issuer Rating of Equitable Life as A (high) with Stable Trends. This rating is very positive and reflects our continued strong business performance and our LICAT ratio of 158% at the end of Q1 2022, which puts us in the top tier of Canadian life insurance companies.</p> <p>Also see 5 reasons for doing business with Equitable Life</p>

Equimax

All-Inclusive Equimax & Term Certain Annuity Package

Frequently asked questions continued	Questions	Answers
	<p>If I already sell a competitor's whole life insurance product with a comparable price, cash value, death benefit and commission, why should I switch to Equitable Life's product?</p>	<p>Many advisors prefer to deal with a successful mid-size company like Equitable Life because we take the time to personally understand your business needs and help develop solutions. Equitable Life Regional Sales Managers, located coast to coast, provide personalized sales support. They can help you increase sales and build your business.</p> <p>Equitable Life is not your typical financial services company. We have the knowledge, experience, and ability to find solutions that work.</p> <p>As one of Canada's largest mutual life insurance companies, Equitable Life is not driven by shareholder pressures for quarterly results. This allows us to focus on management strategies that foster prudent long-term growth, continuity, and stability.</p> <p>We are dedicated to meeting our commitments to our customers – to provide good value and meet their needs for insurance protection and wealth accumulation – now and in the future. That is why Canadians have turned to Equitable Life since 1920 to protect what matters most.</p> <p>Equitable Life is a focused, stable, and strong company. We have sufficient earnings and capital to meet our future growth targets, and we continue to grow steadily. Our growth in sales has been driven by our ability to implement our strategic plan, placing a priority on products, service, and execution. Our financial success reflects our continued commitment to profitable growth and our ability to navigate a changing regulatory and economic environment.</p> <p>Our mutual structure is a key element of our value proposition, along with our diversified product portfolio and superior service.</p> <p>As an organization we're progressive, competitive, and firmly committed to serving the best interests of our policyholders through longer-term strategies that foster ongoing stability, growth, and profitability.</p>

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Common obstacles from clients	Obstacles	Answers
	A client may say: Wouldn't I be better off investing the money and simply making the annual payments for the policy?	<p>Clients could invest the single payment used to purchase the term certain annuity elsewhere and make annual withdrawals from that investment to pay the policy premium, but by creating the Equimax Whole Life & Term Certain Annuity Package, Equitable Life will look after transferring the annuity income payment to pay the policy premium each year until the annuity expires. One less thing they need to worry about.</p> <p>And you will find that Equitable offers competitive annuity rates.</p>
	A client may say: Why can't I simply deposit the lump sum into the Equimax policy? Why do I need to set up two plans?	Equimax is designed to be a tax-exempt policy and Equitable Life reserves the right to maintain the exempt status of the policy each year. To maintain the exempt status of the policy there are limits on the amount of money that can be deposited into the policy as per the Income Tax Act (Canada). The lump sum required to prearrange the funding for all of the policy's premiums would exceed this limit. Paying an amount annually into the policy helps to ensure that the tax-exempt status is maintained.
	A client may say: What if I change my mind in a few years and decide to cancel the insurance?	<p>Clients have some very well thought out reasons for putting this life insurance in place. Those reasons likely won't change, but they have the option to cancel the Equimax insurance policy if they decide at some point in the future it isn't required.</p> <p>However, once the term certain annuity is purchased, it cannot be changed. The annuity owner will continue to receive their guaranteed income amount for the remaining term of the annuity. The term certain annuity purchased for this concept uses non-registered funds with prescribed taxation. Therefore, only the interest portion of the income payment is subject to taxation on a prescribed basis, which means the taxable portion of each income payment will remain the same throughout the life of the contract. Annual tax reporting slips will be issued.</p>

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Point of sale tools	Tools	Where to find it
<p>Equitable Life's advisor website - EquiNet® provides the tools and information you need.</p>	<p>New business illustration</p> <p>(For both the life insurance and annuity)</p>	<p>To run a life insurance illustration, you can:</p> <ul style="list-style-type: none"> • Download the desktop software from EquiNet (Individual Insurance>Sales Illustrations); or • Log into EquiNet and use the web based whole life illustration module <p>To run an illustration for a term certain annuity you can use the online quotation tool on EquiNet (Savings & Retirement>Online Annuity Quotation). You will need to log in with your user id and password to use the online annuity quotation tool.</p>
	<p>Sales Solutions</p> <p>For advisor use only. These provide step-by-step instructions on how to set up the Equimax Whole Life & Term Certain Annuity Package:</p> <ul style="list-style-type: none"> • All-Inclusive Equimax Whole Life & Term Certain Annuity Package Checklist. This checklist will guide you through the key requirements for creating illustrations and completing the necessary applications. • Life insurance face amount is known. What annuity deposit is required to prearrange funding of the premium? <ul style="list-style-type: none"> ○ 20 Pay with Term Rider what can happen after the base plan is paid up ○ Life Pay until the policy may qualify for premium offset ○ Children's 20 Pay ○ Children's 10 Pay • Amount available to purchase the annuity is known. How much life insurance will it fund? <ul style="list-style-type: none"> ○ Create a Legacy 	<p>EquiNet Home > Individual Insurance > Whole Life Insurance > Sales Strategies tab > Sales Solutions heading.</p>

Equimax All-Inclusive Equimax & Term Certain Annuity Package

Point of sale tools continued	Tools	Where to find it
	<p>Advisor PowerPoint presentations</p> <p>The following presentations are available:</p> <ul style="list-style-type: none"> • Whole Life and Term Certain Annuity All-Inclusive • All-Inclusive for Whole Life - Children's 20 Pay <p>(For an advisor audience. These are not client-facing presentations.)</p>	<p>Contact your Equitable Life Regional Sales Manager if you are interested in having these seminars run for your office.</p>

Equimax All-Inclusive Equimax & Term Certain Annuity Package

FOR ADVISOR USE ONLY

This document is provided for information purposes only and does not constitute legal, tax, or other professional advice. Advisors must determine whether this concept/product is suitable for a specific client based on the client's circumstances and needs. Clients are advised to seek professional advice prior to adopting any insurance or investment strategy.

Equitable Life has made every effort to ensure the accuracy of the information presented; however, accuracy is not guaranteed. If the information presented here differs from that contained in any Equitable Life policy contract, the policy contract prevails in all cases.

The information in this document is intended to be consistent with current tax legislation, which is subject to change without notice.

Dividends are not guaranteed and are paid at the sole discretion of the Board of Directors. Dividends may be subject to taxation. Dividends will vary based on the actual investment returns in the participating account as well as mortality, expenses, lapse, claims experience, taxes and other experience of the participating block of policies. To learn more about our dividend policy and participating account management policy, please visit www.equitable.ca/en/already-a-client/dividend-information/

® and ™ denote trademarks of The Equitable Life Insurance Company of Canada.

November 2022.